

## Message Text

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PAGE 01 BANGKO 12353 030636Z

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ACTION EA-09

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TO SECSTATE WASHDC 5393  
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E.O. 11652: N/A

TAGS: BENC, TH

SUBJ: MAJOR PROJECT: BANGKOK AIRPORT STUDY STATUS REPORT

REF: (A) STATE 52668, (B) 75 BANGKOK 24711, (C) 75 BANGKOK 904

COMMERCE FOR MEPD

1. RANKING OFFICIALS OF TWO OF THE AMERICAN SHORT- LISTED FIRMS (REFTEL B), IN BANGKOK TO PRESENT PROPOSALS FOR FEASIBILITY STUDY ON BANGKOK AIRPORT PROJECT, CALLED AT EMBASSY SEPARATELY AFTER HAVING MET WITH COMMUNICATIONS MINISTRY UNDER SECRETARY DR. SIRILAK. WHILE INFORMATION OBTAINED FROM THEM CONFLICTED IN PART, CURRENT STATUS SEEMS TO BE ABOUT AS FOLLOWS:

2. ORIGINAL TEN BIDDERS ON SHORT LIST HAS DROPPED TO SEVEN OR EIGHT. BOOZ, ALLEN & HAMILTON HAS REPORTEDLY WITHDRAWN. BURNS & MCDONNELL HAS REPORTEDLY FORMED A JOINT VENTURE WITH PEAT, MARWICK & MITCHELL (ON ORIGINAL SHORT LIST SEPARATELY) AND WITH H.O.K. OF SAN FRANCISCO. AIRWAYS ENGINEERING HAS JOINED WITH SEVERAL OTHER FIRMS, INCLUDING POSSIBLY DEUSCHE (SP?) OF GERMANY, WHICH HAD BEEN ON ORIGINAL SHORT LIST SEPARATELY.

3. BIDDERS ARE EACH TO PRESENT ON APRIL 30 TWO SEALED PROPOSALS, ONE TECHNICAL AND THE OTHER FINANCIAL. TECHNICAL PROPOSALS WILL BE OPENED ON MAY 3, AND WILL BE STUDIED BY COMMITTEE. ONE COMPANY REP EXPECTED STUDY WOULD TAKE 30 DAYS, THE OTHER THOUGHT AS LONG AS TWO OR THREE MONTHS. IN ANY EVENT, STUDY IS TO RESULT IN A RANK-ORDER LIST OF BIDDERS, BASED STRICTLY ON TECHNICAL  
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PAGE 02 BANGKO 12353 030636Z

PROPOSAL. COMPANY RANKED NUMBER ONE WILL THEN BE CALLED IN, ITS

FINANCIAL PROPOSAL OPENED, AND EFFORTS WILL BE MADE TO NEGOTIATE A MUTUALLY ACCEPTABLE PRICE. IF AGREEMENT IS REACHED, THE OTHER BIDDERS' FINANCIAL PROPOSALS WILL NOT EVEN BE OPENED. IF AGREEMENT IS NOT REACHED, NUMBER TWO COMPANY WILL BE CALLED IN, WITH REPEAT OF SAME PROCEDURE, AND SO ON. WINNER WILL BE OBLIGED TO ACCOMPLISH FEASIBILITY STUDY WITHIN ONE YEAR.

4. NEITHER COMPANY EXPECTED THAT FEASIBILITY STUDY ITSELF WOULD BE PARTICULARLY REMUNERATIVE ("LESS THAN ONE MILLION DOLLARS"), BUT BOTH FELT THAT COMPANY CONDUCTING IT WOULD BE IN LINE FOR PARTICIPATION IN MUCH LARGER CONSTRUCTION DESIGN PROJECT, PROBABLY VALUED AT OVER ONE HUNDRED MILLION DOLLARS. WITH FEASIBILITY STUDY NOT YET CONDUCTED, OBVIOUSLY NEITHER COMPANY REP WAS WILLING TO PREDICT WHETHER HIS STUDY WOULD EVENTUALLY FAVOR EXPANSION OF EXISTING DON MUANG AIRPORT OR CONSTRUCTION OF NEW AIRPORT AT DIFFERENT LOCATION. BOTH FELT A MAJOR CONSIDERATION WOULD BE WHETHER DON MUANG WOULD CONTINUE TO BE USED JOINTLY BY ROYAL THAI AIR FORCE.  
WHITEHOUSE

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